

Message Text

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ACTION EB-11

INFO OCT-01 NEA-10 ADP-00 RSR-01 RSC-01 (ADP)W

----- 092433

R 301105Z JUL 73

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

SECSTATE WASHDC 7253

INFO AMEMBASSY ABU DHABI

AMEMBASSY JIDDA

AMEMBASSY MUSCAT POUCH

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E.O. 11652: N/A

TAGS: ENRG KU

SUBJ: REQUEST FOR BACKGROUND CHECK: TESORO PETROLEUM CORPORATION

1. EMBASSY VISITED TODAY BY JOHN ROTE, CHAIRMAN OF THE EXECUTIVE COMMITTEE OF TESORO PETROLEUM CORPORATION, 210 CENTRAL PARK SOUTH, NEW YORK, N.Y. 10019 (PHONE: 212 582-2414). ACCORDING ROTE, TESORO INTERESTED IN PURCHASING ANY AVAILABLE PARTICIPATION CRUDE OIL FROM GULF STATES AND WILLING ENTER INTO A WIDE RANGE OF JOINT VENTURES IN DOWNSTREAM MARKETING/DISTRIBUTION IN ORDER PRESENT LOCAL GOVERNMENTS WITH MOST ATTRACTIVE PACKAGE POSSIBLE. TESORO PRESENTLY ENGAGED IN SUCH JOINT VENTURE WITH GOVERNMENT OF TRINIDAD, HAVING BOUGHT OUT BP INTERESTS THERE.

2. ON MOST CONFIDENTIAL BASIS, ROTE MENTIONED TESORO ALREADY HAD GOOD LINE INTO QATAR AND HAD MADE INITIAL CONTACTS WITH GOVERNMENT OF OMAN. ROTE HAD ALSO TALKED WITH PETROMIN IN RIYAD. TESORO EXECUTIVES WOULD BE FOLLOWING UP THESE CONTACTS AND TRYING TO DEVELOP RELATIONSHIP IN KUWAIT WITHIN COMING MONTHS. HOWEVER, AS TESORO UNLIKE MAJORS NOT WELL KNOWN NAME IN GULF PETROLEUM CIRCLES, ROTE FEELS LOCAL GOVERNMENTS BOUND TO QUESTION EMBASSY CONCERNING FIRM. TO SAVE TIME, ROTE HAS LEFT BACKGROUND INFORMATION ON FIRM WITH US AND HAS SUGGESTED THAT WE OBTAIN INDEPENDENT EVALUATION FROM CREDIT SOURCES IN UNITED STATES. IN THAT WAY WE WILL BE IN POSITION TO PROVIDE HOST GOVERNMENTS INFORMATION

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ON TESORO WITHOUT ANY DELAY.

3. ACTION REQUESTED: WOULD APPRECIATE IT IF USDOC
PROVIDE US WITH BACKGROUND INFORMATION ON TESORO WHICH WOULD
BE USEFUL TO HOST GOVERNMENTS IN EVALUATING FIRM AS POSSIBLE
PARTNER IN JOINT VENTURE. FIRM'S BANKER IS MORGAN GUARANTY TRUST
OF NEW YORK WHERE MR. NEIL CHRISTMAN IS PARTICULARLY FAMILIAR
WITH THE COMPANY.
STOLTZFUS

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Message Attributes

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To: WASHDC SECSTATE WASHDC ABU DHABI JIDDA MUSCAT
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